

OPINION

Herald INTERNATIONAL Tribune

A Pattern of Pretense

President Reagan continues to follow a destructive pattern on Central American peace. A month ago he and his administration welcomed the Guatemala peace plan endorsed by Central America's five presidents. Then for weeks his top aides sniped at it anonymously. Now the president is so hostile to the plan that he conveys in dismissing it as fatally flawed.

After Democrats took control of Congress and the Iran-contra affair exploded, the White House again declared that Mr. Reagan was developing a diplomatic track. Early last month he claimed he was in "general agreement" with a peace effort pushed by Costa Rica. He took the next step of seeking improvements in the plan by endorsing an initiative by House Speaker Jim Wright. The Wright plan required completion of negotiations by Sept. 30, when the \$100 million voted for the contra expires.

No Substitute for Will

Richard Godwin has resigned as Pentagon weapons czar, saying he was not given the backing he needed to bring wiser reason to the acquisition process, the job for which he was hired a year ago. The depressing likelihood is that too much will be made out of the resignation on all sides. Those who continue to think that the answers to the Pentagon's procurement problems lie in its table of organization will say, with reason, that his throat was cut by the very networks his job was created to supplant.

ships; careers and profits both depend on it. Atop all these are what might be called managerial questions. In developing a weapon, do you try to move as fast as you can, or as cautiously? Where do you come out in the daily trade-offs between sophistication and simplicity? Would you rather run a few production lines at optimum rates or a lot of lines at once but inefficiently?

Let the Bicentennial Celebration Be Proud

PHILADELPHIA — The delegates finished their work 200 years ago today. In just a few thousand words they framed a structure of government strong enough, and flexible enough, to survive the social and economic and scientific revolutions of these last two centuries.

the ideas written into their Constitution in 1787: limited state power, guaranteed individual freedoms. Instead, some who call themselves conservatives seem worried about them.

There is a startling change in attitude, too, toward the role of courts in enforcing the Constitution. Modern political conservatives say the role is undemocratic. They say judges must take the narrowest possible view of their function — and must read the Constitution to limit its guarantees to the "original intention" of the framers.

Bashing Can Boomerang

The Toshiba Machine Company violated the Western ally's security, and Japanese law, by selling the Soviet Union sophisticated milling machines for submarine propellers. Everyone, including Toshiba Machine's parent Toshiba Corporation, agrees that the betrayal and illegality should be punished. But not to the point of further damage to American interests.

they would suffer as much as Toshiba. The Japanese company's electronic components have become vital elements in the American companies' products. American jobs and profits are at stake. So the American giants have mustered their substantial lobbying power to try to keep the ban out of the final bill now before a Senate-House conference.

Other Comment

Tehran Has Little Choice

The one message which the United Nations will gather from the talks of the past week is that as long as Iran is prepared to consider negotiating an end to the war. Left with Syria as its one regional ally and its only Arab friend, an increasingly united West, an Arab world acting together, a Soviet Union determined to end the nuisance on its border and the source of disaffection among its own minorities, and the war-weariness of so many of its own people, Iran has little choice.

eral Republic to seek in the East the guarantees of its security which the West will no longer seem able to offer. A neutral Germany is not yet a probability. In Mr. Francois-Poncet's view, but he and others think it "sufficiently plausible to stimulate France and West Germany to construct together a new European foundation of which the Atlantic alliance has clearer and clearer need."

Awaiting the East Europeans

Jean Francois-Poncet, the former French foreign minister, believes that "the denude-ization of Europe ... could lead the Fed-

eration to seek in the East the guarantees of its security which the West will no longer seem able to offer. A neutral Germany is not yet a probability. In Mr. Francois-Poncet's view, but he and others think it "sufficiently plausible to stimulate France and West Germany to construct together a new European foundation of which the Atlantic alliance has clearer and clearer need."

Like Lenin, Gorbachev Has Opponents to Defeat

HELSINKI — Discussions of economic issues now take place in the Soviet Union under a glare of publicity, but when foreign policy or defense are mentioned the lights go out. Only oblique hints in the Soviet media offer occasional glimpses of what must be an agonizing reappraisal of world strategy by Mikhail Gorbachev and his colleagues.

to gain a breathing spell for the revolution: "The revolution needs peace," he said. "Either a breathing spell or the end of the revolution, there is no other alternative." In the end Lenin won, but with only seven votes behind him and four against. (There were also four abstentions.)

go beyond arms control toward some degree of cooperation with the United States. He must do this to reduce the risks of a superpower confrontation in what could be called "the soft underbelly" of the Soviet Union from the eastern shores of the Mediterranean to the Indian subcontinent, an area riddled with conflict.

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Europe Is in Space Because of France

KOUROU, French Guiana — The Ariane rocket is a European project, but it is launched from the French space center in French Guiana. France's Gendarme and Foreign Legion provide security, and the Paris fire department supplies teams to deal with chemical fires, explosions and rescue.

Australian communications satellites. Launch No. 19 was a winner. The French put up 64 percent of the money to develop the first Ariane, more than 62 percent for Ariane-2 and -3 and 53 percent for the bigger Ariane-4, which is to go up in January. They own 59.25 percent of Arianespace, which exploits the launcher. No other country comes close to this share.

high technology programs in part because of its national drive and determination to play a world role. But kindred motives and ambitions exist in Britain, West Germany and elsewhere in Western Europe.

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Now Comes The Crunch In the Gulf

By Jim Hoagland: PARIS — The armada that the United States has concentrated on the Gulf has served a modest but useful purpose. It has persuaded friends and adversaries abroad that the Reagan administration is still in business.

What is it that will get the Americans out? how they would react to military escalation there as the United States is about its eventual nuclear response to a Soviet invasion of Europe.

IN OUR PAGES, 75 AND 50 YEARS AGO

1912: Pity the Oysters NEW YORK — Dr. Harvey W. Wiley, famous pure food expert, has joined the ranks of those who maintain that it is torture to the oyster to be eaten.

1937: For Arms Talks WASHINGTON — United States willingness to cooperate in an arms limitation conference was made known today (Sept. 16). "What and if an opportunity comes to bring about a halt in the armaments race by agreement, I hope this government will be able to share in the leadership of that move," declared Secretary of State Cordell Hull, in instructions sent to his diplomatic and consular representatives.

Cynical or Mock But Absurd

WASHINGTON — Historian Richard Hannister should be at this hour to savor the news of what he called "the paranoid" of American politics.

Outside the Mainstream

THE opposition to Judge Bork is not a new phenomenon. Generally poor judgment as a judge, but brilliant as a lawyer, his statements on the bench have been an outside of the mainstream.

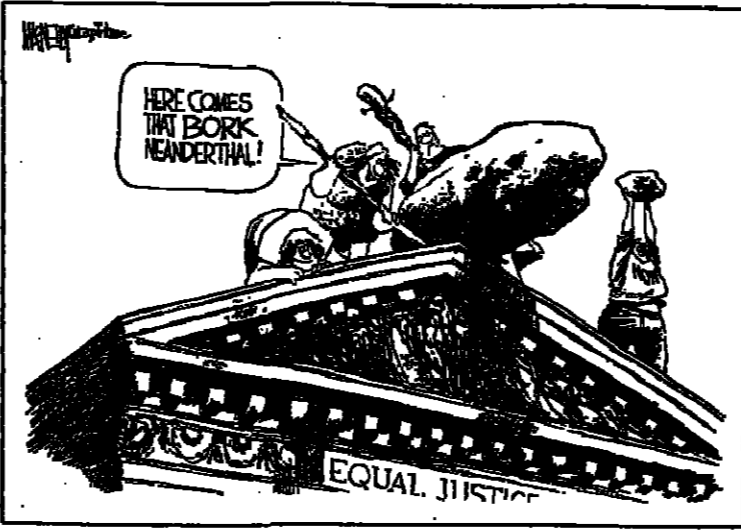
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OPINION

Cynical or Merely Ignorant, But Absurd in Either Case

By George F. Will

WASHINGTON — Historian Richard Hofstadter should be living at this hour to savor the new flavors of what he called "the paranoid style in American politics." Last Sunday several newspapers carried ads by the National Abortion Rights Action League, which began its assault on Robert Bork like this: "You wouldn't vote for a politician who threatened to wipe out every advance women have made in the 20th century. Yet your senators are poised to cast a vote that could do just that."



Part of the answer, she suggests, is the unorthodox political echo of "the assessments of some of his law review articles by a few academics who are in the mainstream neither of American life nor of American legal thought." She notes that Judge Bork has been critical of what he calls "the professional class," which she defines as "a small but influential corps of constitutional law professors at leading schools who disseminate the prevailing style of politics."

These New Yorkers Move Fast and Often

By Richard Reeves

NEW YORK — There's a hole in the ground at 87th Street and Broadway. New condominiums, part of a new Manhattan. But the old West Side is still across the street. Feldstein's Kosher Butcher is there, with slabs of liver in the window priced at \$2.99 a pound and certified by Rabbi Y. Neiman of the Midtown Board of Kashruth. Early for an appointment downtown, I walked 30 blocks, about a mile and a half, down Broadway to Columbus Circle on a crystal-clear late summer morning. It's a helluva town, beginning at Kim's Korean market, where one of the Kims was happily popping grapes into the mouth of a tiny blond boy wearing a yarmulke. The boy's baby-sitter, a huge black woman, squeezed away nearby in search of the perfect grapefruit.

Trade and Devaluation: Where's the Cheaper Beef?

Administration efforts to achieve a more favorable balance of payments through devaluation of the American dollar have failed. An aspect of this failure which deserves more attention concerns the inability to increase significantly the sale of American manufactured goods and farm products abroad. I am an American who has lived in Berlin for the last five years and whose income is derived entirely in dollars. In the last 20 months the dollar has declined in relation to the Deutsche mark by more than one-third — by almost half, in fact. The price in marks of American goods should have fallen accordingly, and American products not previously available in the West German marketplace should have begun to appear in competition with local products. It hasn't happened. My butcher charges me the same price for U.S. beefsteak (39 DM per kilo, or about \$10 per pound) as he did 20 months ago.

Fewer Pupils to Teach

Regarding "American Schools Share Dollar's Travails Abroad" (Sept. 9): It may be an error to consider that the lower level of registrations is entirely due to fewer Americans (or third-country nationals) being assigned to given countries in Europe. It is unlikely that companies with major investments would change policy only because of exchange rates. The cost of subsidizing the education of children of non-host country employees is unlikely to affect profits once these have been translated into home country currencies and consolidated. What seems to be more likely is that the schools have failed to heed the warnings of U.S. and European educational authorities who forecast a significant drop in the student population due to demographic reasons. Earlier this year, The Economist published an article indicating that European universities expected a 22 percent drop in registration for the 1990s. A similar situation, predicted for U.S. high schools in the 1980s, did develop, later than expected, and seems to be evident now. It could well be that American school administrators in Europe assumed that the growth of student

Noise Can Be Bad for You

The Greek government is to be congratulated for clamping down on noise pollution. Surely there must be ways of educating the general public to the dangers of high decibel levels. Fining drivers who play their car radios too loudly, or honk their horns unreasonably, or whose car security sirens go off for no reason, might have some effect. And fines might discourage stores from blasting music into the street. But nothing seems to be as effective as the oft-repeated message that something — smoke, high fat levels in food, heavy drinking, refusal to use seat belts — is a threat to health. Educating the public to the hazards of noise pollution is the business of all governments.

Letters to the Editor

Regarding "Let's Face It, World Trade Isn't Free" (Sept. 1) by Jeff Faix: True, world trade is not free, a depreciating dollar will not cure the trade deficit and American business must become more competitive. It would also help if other countries would be as attractive as America for investors' capital. But Mr. Faix's advice to resort to the "messy but essential political work of government-to-government negotiations that expand or restrict U.S. markets according to principles of reciprocity and informed judgments about what is good for the American economy" is a recipe for disaster. Reciprocity when international trade is contracting can only lead to a greater contraction and, in the end, to a depression. "Informed judgments about what is good for the American economy" have generated the Multi-Fiber Arrangement, the steel trigger price and the so-called "voluntary" quotas on automobiles which are the root causes of America's predicament in industrial production. Not to mention the semiconductor agreement with Japan and awesome American agricultural subsidies. "Free trade theory" is only an ideal — from which men have departed, departed and will depart only at their peril. C.H. TAQUEY, Oppède, France.

Outside the Mainstream

THE opposition to Judge Bork is not based alone on his generally pro-establishment opinions as a judge, but also on the whole body of his statements and writings, which reveal him as outside the American mainstream on such questions as abortion, civil rights and the rights of individuals against the government. Nor is it reassuring that his differences with the mainstream are based not on racism or sexism but on his intellectual approach to the role of the Supreme Court. A vote against fair housing or affirmative action or a woman's right to an abortion is no less telling whether it is thoughtful or merely bigoted. — Syndicated columnist William Raspberry.

More Puppets to Teach

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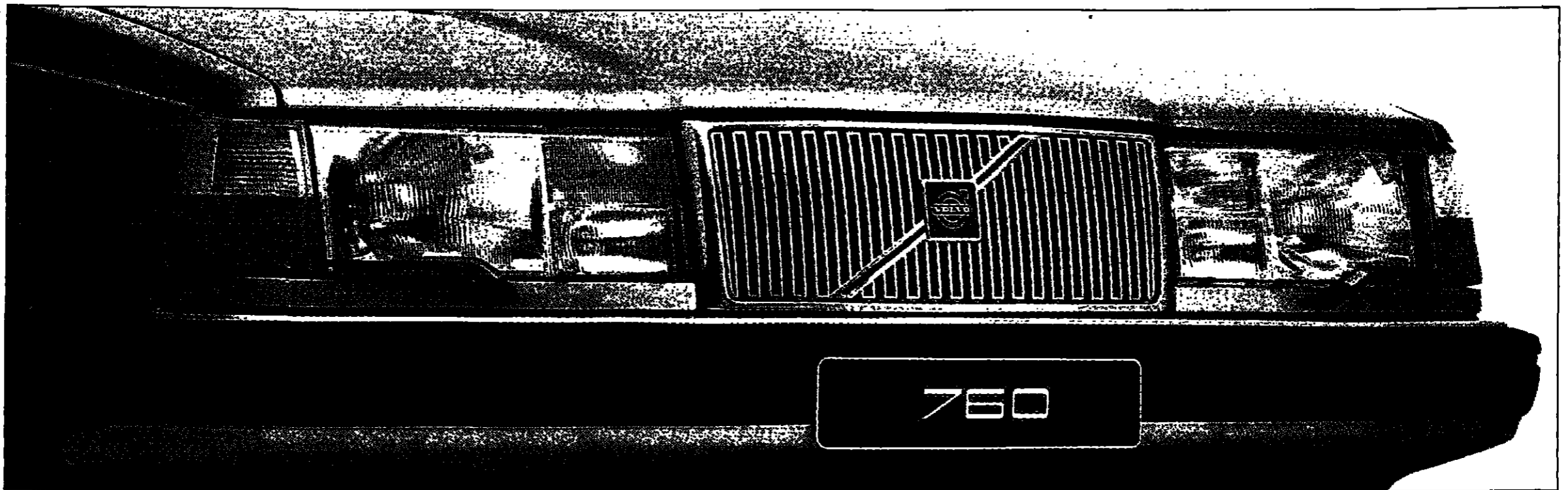
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Senate Reagans Arms Policy

WASHINGTON

ARMS: U.S. Talks to



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SCIENCE

Japan's New Entry in the Train Race

By Walter Sullivan
New York Times Service

MITSU, Japan — Japan is testing its latest candidate for ground travel that can compete with air travel — a high-speed train that rides on an invisible cushion generated by its superconducting magnets and is propelled by a remote-control magnetic system.

although since its first test run in March it has carried passengers only for demonstration purposes. The train, operated from the test center's control room at one end of the track, has no engineer.

The test center here is 30 miles north of Miyazaki on Japan's southern island of Kyushu. Halfway down its seven-kilometer (4.3-mile) track the train can reach a speed of 260 miles an hour but then must begin slowing to halt smoothly at the far end. It is assumed that higher speeds will be possible in intercity travel. Japan's more conventional Shinkansen, or "bullet" train, between Tokyo and Osaka, runs at 130 miles an hour, and France's TGV (Train à Grande Vitesse) reaches 170 mph, a speed that is believed to be close to the limit for rail-riding trains.

Magnetically levitated, or "maglev," trains run smoothly and in relative silence without the friction of wheel against rail. Their speed is chiefly limited by such factors as air resistance, curves and tunnels. Japanese railways have numerous

tunnels and part of the test track here is enclosed in a shed to learn what happens when a high velocity train plunges into the confined air of a tunnel.

The train is propelled by the force that causes magnets of similar polarity to repel one another and those of opposite polarity to be drawn together. The propulsion electromagnets, mounted along the track, are powered from a nearby substation. In an intercity operation, one such station would be required every 30 miles according to the project director, Dr. Hajime Tagaki.

The substation feeds alternating current to the propulsion magnets. Because the current is alternating, these magnets continuously reverse their magnetic polarity, alternately pulling and pushing at a rate timed to match the desired speed of the train.

The magnets are spaced so that

when those on the train are pulled forward by a magnet of opposite polarity they will also be repelled forward by an adjoining magnet whose polarity is the same. As the train moves forward the polarity of the propulsion magnets along the track is reversed so they continue to push and pull it forward.

The frequency of the alternating current is adjusted so that, as the train passes, the propulsion magnets reverse polarity in time to pull then push each magnet on the train. Several propulsion magnets are wired together, forming a single bank powered by the substation, in a process called linear-synchronous propulsion.

The train rolls on wheels until it reaches 100 miles an hour. Then, the train's superconducting magnetic coils induce magnetic fields in magnets on the ground that are similar to those in the train. The magnets repel each other, pushing

the train about four inches above the rails. According to Dr. Tagaki, the propulsion magnets are only electrified as the train passes, so there is no hazard from an electrified "third rail."

Whereas this train is levitated by magnetic repulsion, West Germany's Transrapid and other magnetically levitated trains are lifted off the track by magnetic attraction. To pull upward and levitate the train their magnetic elements must reach around and under the rail over which the train travels. But this design results in less levitation; the trains are lifted less than an inch from the track, as against four inches in the Japanese trains.

A magnetic shield in the floor of the passenger compartment limits the effects of magnetism on pacemakers or wristwatches, Dr. Tagaki said. Once such trains go into service, he added, passengers would probably ride in a compartment well removed from the levitating magnets.

The train being tested here, streamlined at both ends, is 72 feet (about 22 meters) long and weighs 17 tons (15.4 metric tons). Each of its five and one-half foot superconducting magnets is shaped like a race track and composed of niobium, titanium, and other metals. The train rides between guidance walls that contain the propulsion magnets.

In the earlier Japanese design, the train straddled a guidance rail like a child sliding down a banister. But the rail penetrated so deeply there was little room for a passenger section.

The German maglev, operating near Embsay on a 20-mile test track with loops at both ends, is also designed for intercity traffic as well as city-airport links. A similar project has been proposed for the European Economic Community. Two other projects are a 1,000-foot line linking Britain's Birmingham airport with a railroad station and the High Speed Surface Transport project of Japan Airlines, which has been exhibited at two world's fairs but is not now in operation.

According to Dr. Tagaki the train being tested here is considered suitable for service between such points as Omiya, north of Tokyo, and the city's international airport at Narita. A study conducted for the German project, with financing from the United States Department of Transportation and local interests, has proposed that a 70-minute service between Los Angeles and Las Vegas could be built for less than \$2 billion.

The project here is operated by the Railway Technical Research Institute, financed by six regional passenger railways and a national freight railway.

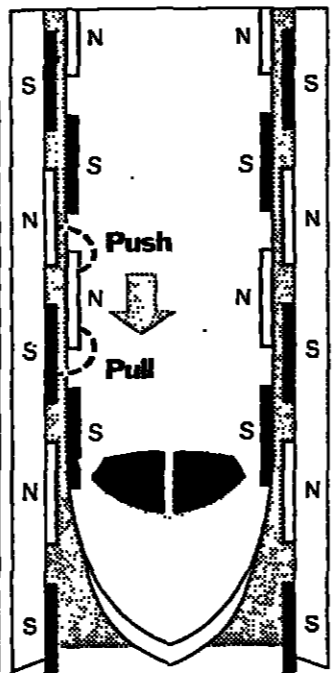
In the late 1960s, the U.S. Congress passed a High Speed Ground Transportation Act to support research on maglev trains, according to Professor Francis C. Moon, a specialist in magnetic engineering at Cornell University. But the program, aimed at relieving congestion on short-haul air routes, was ended by the Nixon administration.

"Ideas generated in the United States were quickly taken up in West Germany and Japan," Professor Moon said.

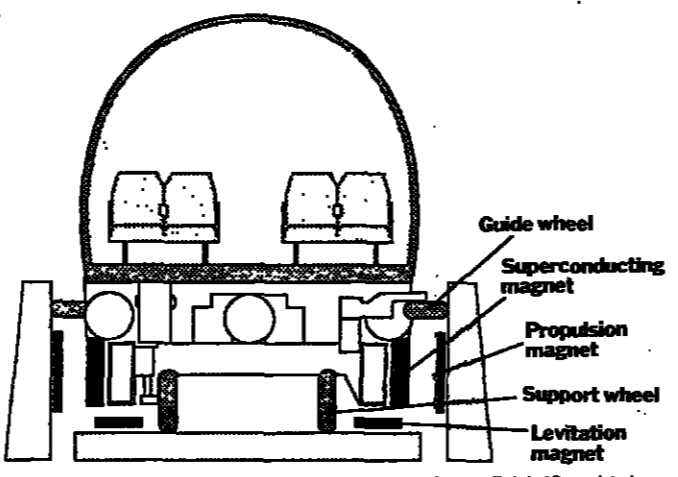
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The experimental train is powered by the interaction of superconducting magnets along the sides of the track. Each train magnet is simultaneously pulled by a side magnet of opposite polarity and pushed by a side magnet of the same polarity. The polarity of the side magnets is continually reversed, the frequency of reversals determining the speed of the train. The train floats above the track because its superconducting magnets induce magnetism of the same polarity in levitation magnets on the ground. The two sets of magnets repel one another, pushing the train four inches above the track.



New train makes a trial run at the Mitsu test center.

IN BRIEF

Women Have a Better Sense of Smell

WASHINGTON (UPI) — Women have a better sense of smell than men and people who do not work cannot smell as well as people who have jobs, the National Geographic Society reported in a \$1 million survey, to which 1.5 million people around the world responded. The survey, a scratch-and-sniff study distributed in the September 1986 issue of the National Geographic Magazine, was conducted with two researchers from the Monell Chemical Senses Center in Philadelphia.

"Sex and smell have always been linked," said Charles Wysocki, a researcher. Results showed women always have an edge at smelling, and it increases drastically with hormonal changes at puberty, he said.

Lemmings' Mass Suicide Called Myth

OSLO (Reuters) — Lemmings, best known for stampeding to their death off the cliffs of Norway, are not committing mass suicide, contrary to popular belief, according to Arne Semb-Johansson, a Norwegian professor who has studied the rodents for more than 20 years.

They are victims of their own frenzied urge to multiply, Dr. Semb-Johansson said. Every three to five years, lemmings find that their frantic coupling has caused a population explosion, producing the same frayed nerves and desire to flee as it does in humans, he said. A lemming is mature at two weeks and has gestation period of about three weeks.

In a so-called "lemming year" millions of lemmings head for the coastal lowlands in search of food and space. "But I can tell you they don't commit suicide when they fall off cliffs into lakes or the sea — that's a myth," said the professor. "When you have thousands and thousands of small animals running together, they just don't see the water or the cliff."

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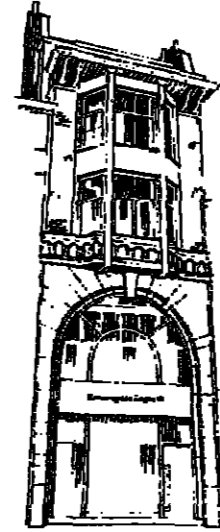


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Cuba Plans To Test All Its Citizens For AIDS

By Larry Thompson
Washington Post Staff Writer

HAVANA, Cuba — Cuba's decision to test the entire population for AIDS has been described as the most aggressive program in the world to control the spread of the disease, including the testing of the country's 11 million people.

The plan also includes testing every citizen with a virtual guarantee that the results will be kept confidential, officials here said.

Dr. Terry said the entire population of 11 million people will be tested by the end of 1987. He said the government has allocated \$10 million for the testing program.

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Cuba Plans To Test All Its Citizens For AIDS

By Larry Thompson
Washington Post Service

QUITO, Ecuador — Cuba's delegate to an international conference here on AIDS has described one of the most aggressive programs of any country to control the spread of the disease, including testing of the country's 10 million people.

The plan also includes testing nearly everyone who enters the country for a long stay and a virtual quarantine for Cubans known to be infected with acquired immune deficiency syndrome.

The delegate, Dr. Héctor Terry, a deputy minister of public health, said 10 percent of the population had already been tested for the virus.

[In an interview with Cuban radio, Dr. Terry said the entire population would be tested. "By 1989," he said, "we hope to have monitored 100 percent of the population" for AIDS, Reuters reported from Havana.

"People should avoid fortuitous contacts with foreigners," he said. But he emphasized that there were no plans to impose mandatory medical tests for tourists or resident diplomats.]

"Our country is a poor country," Dr. Terry said in an interview Tuesday. "If many Cubans become infected and sick, I do not know how we would take care of them. It would cost too much. We really have to prevent such a situation."

The meeting in Quito is the first international conference on AIDS in Latin America. Sponsored by the Pan American Health Organization and World Health Organization, the two-day conference drew 500 specialists and was beamed by television to 500 sites in 30 countries, including Cuba.

The measures described by the Cuban delegates have only been debated in the countries represented, including the United States.

All Cubans returning from abroad are now routinely tested. Foreigners intending to stay in Cuba for longer than three months also are tested for the HIV infection, Dr. Terry said.

Dr. Terry said the first steps came in 1983, even before human immune deficiency virus, HIV, the agent that causes AIDS, was identified. Cuba banned imported blood and blood products believed even then, and later shown, to transmit the disease, he said, and no Cuban hemophiliacs have become infected.

Once HIV was isolated, scientists developed a blood test to identify those infected with the virus, Dr. Terry said, and have now used it on 1.1 million inhabitants.

The massive study has detected 147 infected individuals, according to Dr. Terry. Five Cubans have died of AIDS and one remains ill, he said.

Those Cubans who have been infected with HIV now live in a sanatorium in Boyeros, a municipality in the Havana suburbs, said the doctor. The interned Cubans are allowed home visits, he said.

Cuba is the first country to have tested its population so extensively, according to Pan American Health officials.

Although AIDS initially spread only among homosexual men in Cuba, just as in the United States, it is now spread heterosexually, Dr. Terry said. Intravenous drug abuse does not appear to play a significant role. Bisexual men appear to have spread the virus into the Cuban heterosexual population, he said.

Cuba has tested pregnant women extensively and, beginning next month, expects to begin testing anyone who enters a hospital or goes to a physician's office, Dr. Terry said. U.S. officials have been debating such widespread testing, but a final decision has yet to be made.

The Cubans believe the virus first entered their country in 1982 when a Cuban national living in New York City became infected and then spread it to others after returning home, said Francisco Machado, a biochemist working with the Cuban AIDS program.

Every Cuban national who was out of the country between 1975 and 1986 was tested for HIV infection, including soldiers returning from Angola, but "we detected a low number of infected people," Dr. Terry said. Cuba maintains about 50,000 personnel, most of them soldiers, in Africa.

Some scientists and others have speculated that Cuba probably has a higher infection rate than is being reported because so many soldiers had served in Africa, where HIV is widespread. Dr. Terry said some soldiers were infected, but not many.

Suriname Reported To Kill 40 Guerrillas

Reuters

PARAMARIBO, Suriname — The army destroyed a major guerrilla camp south of the capital last weekend, killing about 40 rebels, according to the official Suriname press agency.

The agency said Tuesday that in the two-hour battle, only a few of the rebels, led by a former soldier, Ronny Brunswijk, managed to escape from the camp near Pokigron, 85 miles (140 kilometers) south of Paramaribo. The rebels have been fighting since July 1986 to overthrow the military government of Commander Desi Bouterse, who took power in Suriname, a former Dutch colony, in a coup in 1980.

SIEMENS

The European Top Ten in Computing

Company	Country	World-wide DP Rev (\$ mil)
1. Siemens AG	W. Germany	4,387.1
2. Ing. C. Olivetti & Co. SpA	Italy	3,865.2
3. Groupe Bull	France	2,568.0
4. Nixdorf Computer AG	W. Germany	2,075.1
5. N.V. Philips Gloeilampenfabrieken	Netherlands	1,763.3
6. STC plc	U.K.	1,748.7
7. LM Ericsson	Sweden	1,344.2
8. Compagnie Générale d'Electricité	France	1,025.0
9. BASF	W. Germany	520.7
10. Mannesmann Kienzle GmbH	W. Germany	488.9

Source: Extract of the Datamation rank list, August 1987

Every year in August, Datamation magazine publishes its league table of the top European computer manufacturers. This time Siemens heads the list for the third year in succession.

What better confirmation of customers' confidence in our advanced products? The system 7-500 family of mainframe computers, all running under the same BS2000 operating system, SINIX-based office computers, CAD work stations, personal computers, and laser printers, as well as sophisticated digital telephone systems.

All these are the result of decades of experience and intensive R&D effort in data processing and communications.

As the trend of the nineties will be more and more networking, the strength of Siemens in computing and communications is your guarantee for the future. The more faith shown by our users, the stronger our position in the world market, which in turn means more security for our customers.

Siemens Computers.
The European Answer.

NYSE Most Actives table with columns for stock symbol, price, and volume.

Market Sales table showing volume and value for NYSE, AMEX, and OTC.

NYSE Index table showing previous and today's closing values for Composite, Industrials, and Finance.

Wednesdays NYSE Closing logo with 'Via The Associated Press' text.

AMEX Diary table listing various market indicators and their values.

NASDAQ Index table showing previous and today's closing values for Composite, Industrials, and Finance.

AMEX Most Actives table listing top trading stocks on the AMEX.

Dow Jones Bond Averages table showing prices for various bond categories.

NYSE Diary table showing advanced, declined, and unchanged stock counts.

Odd-Lot Trading in N.Y. table showing volume for different lot sizes.

Dow Jones Averages table showing open, high, low, and last closing prices.

Standard & Poor's Index table showing various market indices.

Previous NASDAQ Diary table showing market activity from the previous day.

AMEX Stock Index table showing high, previous, and today's closing values.

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

Large table of stock prices and market data, columns include stock symbol, price, and volume.

Blue Chips Lead NYSE Drop

Main article text discussing market trends, mentioning IBM, AT&T, and other blue-chip companies.

Table of stock prices and market data, columns include stock symbol, price, and volume.

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Vertical sidebar containing 'Currency' and 'Interest' sections with various financial data.

RANK XEROX

1960's
***The world of
data processing.***

1970's
***The world of
word processing.***

1980's and beyond...
***The world of
document processing.***

We document the world.

Document processing. It's a new way of describing what's been going on in the office since there was an office—the creating, copying, distributing and filing of ideas.

Why a new description? Because the documents have changed and the process of producing them has changed.

Today, a document can be both a piece of paper, and an electronic image viewed on a workstation screen. And document processing is no longer just typewriter and copier, but computer systems, advanced electronics and laser technology.

Xerox planted the seed for this "new" world with the invention of today's office copier. (For the first time a quality document could be turned out, instantly, with the push of a



button.) Since the stream of production copying. Laser printers. Typewriters that are Workstations for document. And, systems that move world of electronic these innovations document process.

What does this mean strive for?

Today's businesses And it's not just h

RANK XEROX

button.) Since that time, Team Xerox has introduced a steady stream of products and systems that go far beyond simple copying. Laser printers. Complete publishing systems. Typewriters that remember. Facsimile machines. Workstations for the creation of the new electronic document. And, most recently, scanners and electronic filing systems that move documents back and forth between the world of electronics and the world of paper. As a result of these innovations, Rank Xerox is at the head of the class in document processing.

What does this mean for your world and the productivity you strive for?

Today's businesses are judged by the documents they turn out. And it's not just how good they look, but how effective and

persuasive they are in communicating their content that determines whether a business lives or dies. Rank Xerox leadership in document processing can give your business a potent competitive advantage by making your documents great looking, easier to produce, and more compelling than ever before.

Document processing from Rank Xerox. It is our heritage, our day-to-day business, and our role as a leader in office productivity. For more information about document processing and what it can do for you, write or phone your local Rank Xerox office. Whether it's printed on paper, seen on a screen, a perfect copy, or a brilliant original—what you see is what we do.

Team Xerox. We document the world.



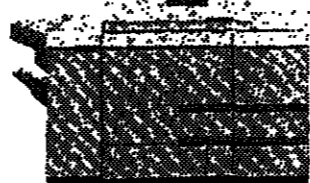
RANK XEROX



We print.

- Xerox Diablo D25 Daisywheel Printer
- Xerox Diablo 630 ECS Daisywheel Printer
- Xerox Diablo 635 Daisywheel Printer
- Xerox Diablo D80/D80IF Daisywheel Printer
- Xerox 4020 Color Ink-Jet Printer
- Xerox Diablo 34LQ Dot Matrix Printer
- Xerox 4045 Laser Printer
- Xerox 4046 Laser Printer

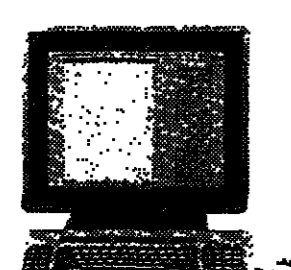
- Xerox 2700 II Laser Printer
- Xerox 3700 Laser Printing System
- Xerox 4050 Laser Printing System
- Xerox 4060 Electronic Printing System
- Xerox 8700 Laser Printing System
- Xerox 9700 Laser Printing System
- Xerox 9790 Laser Printing System



We copy.

- Xerox 1012 Copier
- Xerox 1025 Copier
- Xerox 1038 Copier
- Xerox 1040 Copier
- Xerox 1045 Copier
- Xerox 1048 Copier
- Xerox 1050 Copier
- Xerox 1065 Copier
- Xerox 1075 Copier
- Xerox 1090 Copier
- Xerox 9500 Duplicator
- Xerox 9600 Duplicator

- Xerox 2510 Engineering Copier
- Xerox 1005 Color Copier
- Xerox 2080 Engineering Printer
- Xerox 3080 Copier Printer
- Xerox 7080 Engineering Printing System
- Xerox 980 Microfilm Printer
- Xerox 990 Viewer Printer



We create.

- Xerox 6085 Professional Computer
- Xerox 1186 Artificial Intelligence Workstation



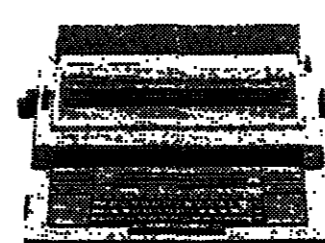
We transmit.

- Xerox Telecopier 7010 Facsimile Terminal
- Xerox Telecopier 7020 Facsimile Terminal
- Xerox Telecopier 7021 Facsimile Terminal
- Xerox Telecopier 495-I Facsimile Terminal



We communicate.

- Xerox Communications 20 Network
- Xerox Communications 80 Network
- XNS for DEC's VAX Systems



We type.

- Xerox 575 Typewriter
- Xerox 6010 Memorywriter
- Xerox 6015 Memorywriter
- Xerox 6020 Memorywriter
- Xerox 630 Memorywriter
- Xerox 645 Memorywriter
- Xerox 645E Memorywriter



We mail.

- Cheshire 595 and 596 Folder/Inserter
- Cheshire 742 List Management System
- Cheshire 750 II Binder
- Cheshire Addressers
- Cheshire 762 Labeler



We scan.

- Kurzweil 4000 Intelligent Scanning System
- Kurzweil Discover 7320 Intelligent Scanning System
- Xerox FaxMaster Software



We publish.

- Xerox Desktop Publishing Systems
- Xerox Documenter System
- Xerox Publishing Illustrator's Workstation
- Xerox 701 Publishing System
- Xerox Ventura Publishing Software

Team Xerox. We document the world.

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Not all machines and systems available in all countries.

FROM STORING INFORM...

CONSTRUCTION

THURSDAY, SEPTEMBER 17, 1987

INTERNATIONAL

Perhaps All That Makes Time Mar...

By SHERRY BUCK...

PARIS — Falls, this is the time to live your life, and live it. He...
 counseled Steve Betts, a manager...
 attended by Time Manager Internat...
 working executives how to get their...
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Practical tips along the way inclu...
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75-year

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85-year

90-year

95-year

100-year

Wednesday's NYSE Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

Table with columns: 12 Month High Low, Div. Yld. PE, 52 Week High Low, Close, Stock Chg. Lists various stocks like Amgen, Amgen, Amgen, etc.

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SEC Proposes Limits On 'Market Sweeps'

WASHINGTON — The Securities and Exchange Commission proposed a rule Wednesday to curb so-called "market sweeps" in which huge blocks of stock in a company targeted in a tender offer are bought by corporate raiders and arbitrageurs.

GM Sees Improvement In Overseas Operations

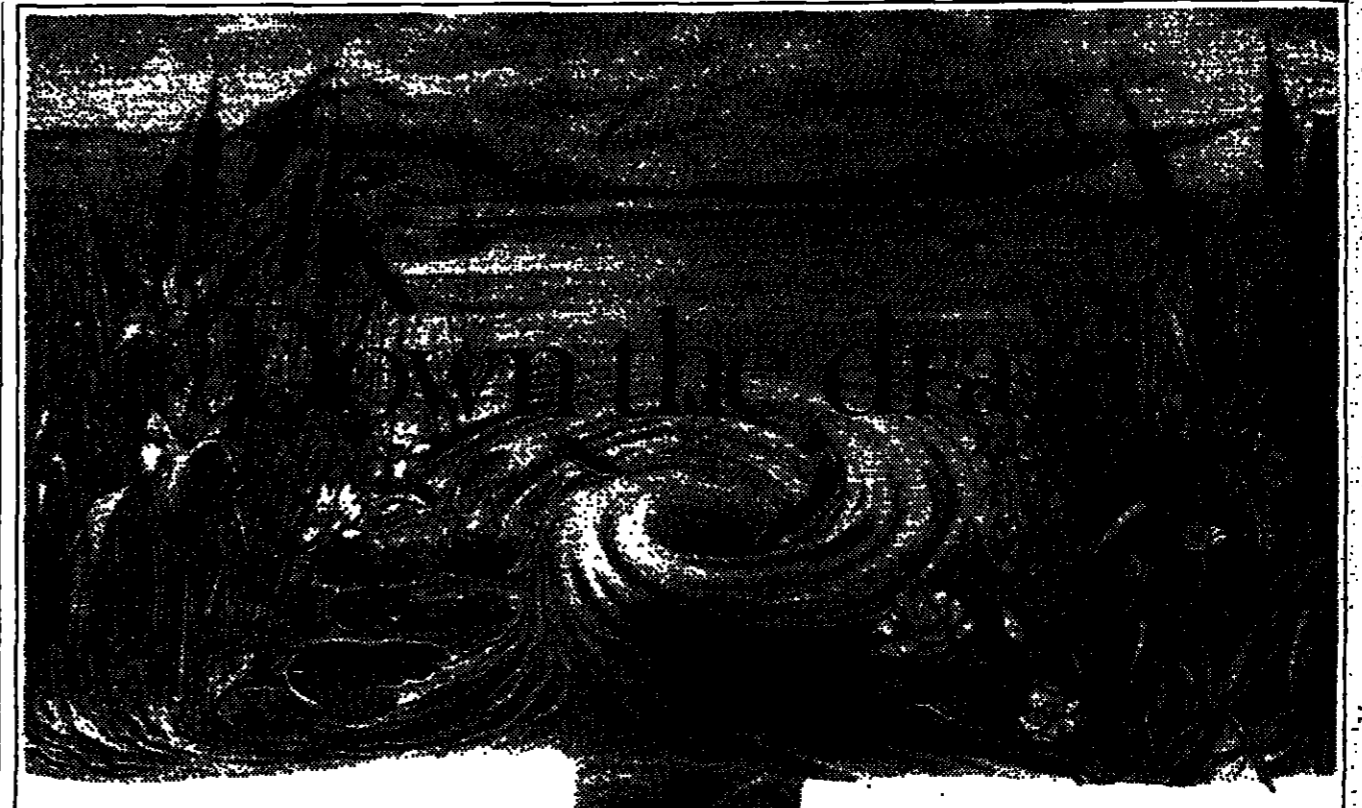
FRANKFURT — Robert C. Stempel, president of General Motors Corp., said Wednesday that GM's earnings had started to recover in some areas outside North America but that the world's largest carmaker still had a lot to do in its home market.

NSE High-Lows

Table with columns: NEW HIGHS, NEW LOWS. Lists various stocks like Amgen, Amgen, Amgen, etc.

Currency Options

Table with columns: PHILADELPHIA EXCHANGE, Underlying Price, Call Last, Put Last. Lists various currencies like AUD, NZD, etc.



Why are we pouring away the world's most fertile environment?

Life began at the water's edge, and that watery environment — marsh, estuary and coast — is still some of the most fertile on the planet's surface, supporting flora and fauna which could not survive anywhere else.

Man and wetlands. Since before recorded history man has settled at the water's edge to fish in wetland waters or farm the rich wetland soils. Many early civilizations were founded upon wetlands, and millions of people are still dependent on them today.

Wetlands are being changed and destroyed all over the world. But ideas have changed. In many parts of the world wetlands are considered wastelands to be drained or filled-in. And it's often the taxpayers who finance the destruction of these diverse and productive natural areas.

In the tropical regions ambitious, yet often poorly conceived, land improvement schemes, irrigation and hydro-power projects change the whole nature of age-old ecological systems. And the future productivity of these wetlands is threatened for the sake of a short term advantage.

Support our international effort to save wetlands. WWF has prepared an international programme to save wetlands which will: Develop existing wetland reserves, set up new ones, and train national park staff in wetlands' management techniques.

Write for further details to: World Wildlife Fund, World Conservation Centre, CH-1196 Gland, Switzerland.

Advertisement for 'The Global Newspaper' featuring a globe and the text 'The Global Newspaper'.

Large advertisement for AMEX (American Mutual Exchange) featuring a globe and the text 'AMEX'.

THE MUNICIPALITY OF HAIFA - ISRAEL

Public Tender for the Execution of Works of Renovation and Restoration of the Underground Railway in Haifa, Israel

Public tender No. 40/87 for the execution of works of renovation and restoration of the underground railway in Haifa (including the tunnel and the station) known as "Carmelite" including the supply and the installation of equipment and replacement parts and the operation of the "Carmelite" (hereinafter the "Carmelite Works").

- 1. The municipality of Haifa hereby invites offers from contracting companies for the execution of the works at the Carmelite;
2. The conditions of the tender, price offer form, draft of the proposed contract, official envelope for the submission of the offer and additional details may be obtained from the Carmelite administration at: 122 Hassanah Ave., Haifa, Israel, Sunday-Friday, between the hours of 7:00 a.m. and 2 p.m.

3. The forms of the offers shall be submitted in the aforementioned official envelope, which has to be sent by registered post to: Haifa Municipality, 1st Floor, Room 104, 14 Hassan Shaker Street, Haifa, Israel.

not later than November 10th, 1987.
4. Every offer will be obliged to deposit a bank guarantee as the stationer in the conditions of the tender. Otherwise the tenderers committee will not consider his/its offer. The municipality does not undertake to accept the cheapest offer or any other whatsoever.

The Municipality is entitled to accept the offer in whole or in part. Arieh GUREL Mayor

Equiticorp Raises Bid for Peat

Compiled by Our Staff From Dispatches

LONDON — Equiticorp Holdings Ltd. of New Zealand said Wednesday that it sweetened its offer for the 60.8 percent of Guinness Peat Group PLC shares it does not own, increasing the value of its proposed takeover by £17.9 million (\$29 million) to £356.3 million.

But Guinness Peat, a British company with merchant banking and aviation interests, said it considered Equiticorp's offer inadequate.

In another development, Robert Maxwell, the British publisher, said that he had acquired a further 8.1 million shares in Guinness Peat, bringing his stake to 2.57 percent from less than 1 percent.

Mr. Maxwell first emerged in the takeover battle earlier this week when he offered to buy Equiticorp's holding in Guinness Peat for 112 pence a share, Guinness Peat, which also rejected the initial Equiticorp offer, has welcomed Mr. Maxwell's entry.

Equiticorp said it increased its offer for Guinness Peat to 115 pence a share from 110 pence, and had also purchased an additional 11.9 million Guinness Peat shares. This stake came from some of the original shareholders of Forstmann-Leff Associates Inc., now a subsidiary of Guinness Peat.



Robert Maxwell

These purchases raise its stake to 121.3 million shares or to 39.2 percent of the company's stock from 35.6 percent.

An official at Lazard Freres & Co., which is advising Guinness Peat, said Guinness Peat's board will not recommend the new offer to shareholders because "it is still less than the full value of the company."

Mr. Maxwell shared that view. He called the offer "inadequate, because it does not reflect the underlying value of Guinness Peat's businesses or their prospects."

Guinness Peat and Lazard are continuing discussions with third parties to find an investor to thwart Equiticorp's bid.

Expectations of a such a "white knight" were bolstering Guinness Peat's share price on Wednesday, analysts said. It closed 2 pence higher at 118 pence on the London Stock Exchange.

In a statement, the Guinness Peat board said that "in the last two weeks the board has received approaches from a number of third parties concerning the possibility of offers being made at higher levels." However, it added, "None of these discussions has yet resulted in any formal proposals."

It also said that if the Equiticorp offer succeeds, its chairman, Alastair Morton, and the nonexecutive directors would offer to resign.

But Equiticorp said it has discussed with Guinness Peat "on a preliminary basis the establishment of a satisfactory working relationship with Equiticorp as the major controlling shareholder."

(AP, Reuters)

Canadian Firm Enters Battle for Mercantile Unit

LONDON — Crownx Inc., a diversified Canadian company, said Wednesday that it had offered to acquire Mercantile House Holdings PLC's whole-sale broking division for £289 million (\$475 million).

The offer rivals Qualex Holdings Ltd.'s earlier £280 million offer for the unit, linked to British & Commonwealth Holdings PLC's separate £566.8 million offer for Mercantile.

Neither Mercantile nor Qualex, a securities firm, were available for comment.

The division includes London-based money brokers M.W. Marshall and Co. and the U.S. bond brokers William Street Brokers Inc.

Crownx, which operates internationally in financial services, health care and information technology, said that it was offering £200 million in cash, plus £80 million's payment to B&C. But in addition, it was offering 10 pence a share directly to Mercantile shareholders.

Akzo Opens Talks on Selling Its Consumer Products Unit

ARNHEM, Netherlands — Akzo NV, the Dutch chemicals group, disclosed Wednesday in a filing with the Amsterdam Stock Exchange that it had begun talks that could lead to the sale of its consumer products division.

It stated that Akzo was preparing to announce the sale of the division to Sara Lee Corp., its U.S. food and consumer products conglomerate, in a transaction valued at up to 1.2 billion guilders (\$587.1 million).

But Akzo, which did not identify potential buyers, said in the filing that its talks "are likely to last for several months before a possible sale can be agreed." It said it planned to make an announcement about the negotiations soon.

Akzo fell 50 cents to 176.10 guilders on the Amsterdam Stock Exchange after the filing.

Earlier this year, Akzo bought Stauffer Chemical Co., a U.S. specialty chemicals business, from Imperial Chemical Industries PLC of Britain to reinforce its presence in the sector and boost its presence in the U.S. market.

But until now, Akzo denied rumors that it might be producing its activities in consumer products.

Its consumer products division posted a first-half operating profit of 47 million guilders, a 6 percent drop from 50 million guilders in the first six months of 1986.

Revenue was 721 million guilders, down 1 percent from 730 million guilders.

The division sells snack foods, detergents, body-care products and pesticides and offers industrial cleaning services. It posted an operating profit of 91 million guilders for all of 1986, accounting for 6 percent of Akzo's total operating profit of 1.47 billion guilders.

China, Citing Defects, Refuses To Accept Alstom Engines

BELFORT, France — China has refused to accept delivery of 165 locomotives built by Alstom-Atlatique of France, asserting that 126 engines previously delivered are defective.

The heavy engineering group acknowledged Tuesday that locomotives already delivered to China as part of a 2.5 billion franc (\$414 million) contract were found to have "technical defects." But it said that the problems were "now resolved."

An Alstom spokesman declined Wednesday to identify what defects the Chinese had cited, but said they were now resolved.

"The problems were entirely normal considering that this is a new class of engine," the spokesman said. "They were the normal kind of bugs that should be expected in a new program, and they have been entirely worked out."

The locomotives that China has refused to accept have been in storage for several months in the

French ports of Marseille and La Rochelle. They were built at Belfort in eastern France.

An spokesman for Alstom said that the Chinese authorities had not allowed the company's engineers to travel to China to remedy the defects. He also attributed some of the problems with the locomotives to the poor condition of Chinese railways.

In signing an overall order for 300 locomotives in March 1985, China insisted on a delivery within 30 months. Under the contract, Alstom and a French associate, who failed to meet the deadline, if they failed to meet the deadline.

Alstom officials claimed that the Chinese were trying to delay further deliveries in order to claim compensation worth about 200 million francs, or 8 percent of the total contract.

"The Chinese are doing all they can to delay the deliveries to get us to pay compensation," the Alstom spokesman said, "but the deliveries will soon resume."

USA: McPaper Surprises the Skeptics

(Continued from first finance page) of the country that do not already have it. This could allow the paper to surpass the Journal in circulation in two to three years.

At the same time, Mr. Neuharth said he is essentially pleased with the paper's editorial product. He still thinks the paper's first section needs a "harder edge." There are too many timeless stories that do not reflect the day's news, he said.

But Mr. Neuharth emphasized that there would be no changes in the overall USA Today formula, which includes highly condensed news stories, consumer-oriented business coverage and a heavy emphasis on entertainment, sports, weather and personalities.

"That's a love-hate relationship people have to some kinds of news — politics, sports, religion," he said. "Those are stories that people feel strongly about, in which they have a strong personal relationship."

What about other stories considered important by the journalistic establishment, such as the trade deficit?

"We don't try to ram an unwanted object down an unwilling throat," Mr. Neuharth responded.

That is precisely the "we-aim-to-please" attitude that has attracted the most criticism from many journalists. Ben Bagdikian, a longtime press critic, says that while the paper has had some modest impact on the newspaper industry, none of it "means anything journalistically."

One of the faces in the financial industry is far younger in years than the average of the industry's top executives. Some of the young men are in the industry because they are organized and plan ahead. They are very competitive and they are not afraid to take risks.

INTERNATIONAL FUNDS (Quotations Supplied by Funds Listed) 16th Sept. 1987

Table with multiple columns listing various international funds, their abbreviations, and their current values and changes. Includes categories like AL-AMAL GROUP, BANQUE INDUSTRIELLE, and various regional and thematic funds.

ADVERTISEMENT INTERNATIONAL FUNDS (Quotations Supplied by Funds Listed) 16th Sept. 1987

Table with multiple columns listing various international funds, their abbreviations, and their current values and changes. Includes categories like SWISSOVER NEW SERIES, EUROPEAN EQUITY, and various regional and thematic funds.

Advertisement for S.N.C.F. (the French national railway corporation) and STEF (Société Française de Transports et Entrepôts Frigorifiques). It features a large image of a train and the text 'Discover gold'.

Advertisement for J.B.-B. BANK. It includes the text 'A LEADING SWISS BANK ADVISING INVESTORS', 'Weekly net asset value', and 'Tokyo Pacific Holdings'. It also features a 'NOTICE' section at the bottom.

حکومت الاحزاب

BUSINESS PEOPLE

DeNunzio Steps Down As Kidder Chairman

International Herald Tribune
Ralph D. DeNunzio, a leading figure on Wall Street for two decades, has resigned as chairman of Kidder, Peabody & Co.
The announcement Tuesday came four months after Mr. DeNunzio stepped down as chief executive when General Electric Co., which acquired Kidder, Peabody in May, restructured the firm's management. The move was viewed on

Wall Street as part of GE's efforts to demonstrate strict control when three former Kidder officials were facing charges stemming from the government's investigation of insider trading. Mr. DeNunzio was not implicated in the scandal, but his stewardship of the firm was called into question.

Mr. DeNunzio, 55, had joined Kidder Peabody 34 years ago. He was replaced as chief executive by Silas Calhoun, former chairman of Illinois Tool Works.

The GE action came shortly after Kidder Peabody's top takeover specialist, Martin A. Siegel, pleaded guilty to misusing insider information. In June, the firm agreed to settle civil charges stemming from the government's investigation by paying more than \$25 million.

Filtek AB, Stockholm air conditioner manufacturer and a unit of Sweden's ASEA AB industrial group, has recruited Bengt Wiklander as chief of communications and public affairs. He previously was with Ericsson Radio Systems.

Mr. Wiklander succeeds Hans J. Zetterberg, who has been named assistant for public relations and personnel training to Filtek's chief executive, Björn Sigson.

The Royal Bank of Scotland has named Grant F. Stoddart as vice president and deputy manager of its New York branch. Mr. Stoddart, 36, previously was the bank's senior representative in Chicago. In New York, he will replace a fellow Briton, Geoff Hamilton, who has been reassigned to the administrative division of the London headquarters.

Long-Term Credit Bank of Japan Ltd. has appointed Tsuneki Fujita as joint general manager of the London branch. Mr. Fujita, 42, previously was joint general manager of the controller division in the Tokyo head office. In London, he succeeds Yoshiki Soga, 46, who has been reassigned to Tokyo as general manager of personnel.

Chief Economist At EC Recruited From OECD

International Herald Tribune
BRUSSELS — The European Community's executive body has appointed Antonio Maria Costa of Italy as director-general for economic and financial affairs.

For the past four years Mr. Costa, 45, has been economic adviser to the secretary-general of the 24-nation Organization for Economic Cooperation and Development in Paris.

At the European Commission in Brussels, Mr. Costa will direct a staff of about 300 in coordinating EC economic policy. He succeeds Massimo Russo, 48, also of Italy, who now heads the European department of the International Monetary Fund in Washington.

Mr. Costa is a graduate of the University of Turin. He studied mathematical economics at the Academy of Sciences in Moscow and holds a doctorate in economics from the University of California at Berkeley.

He was a professor of economics at New York University from 1976 to 1983. From 1979 to 1983, he also was senior economic adviser at the United Nations.

MANAGER: Time Organizers

(Continued from first finance page)
the course," said Jim Devlin, an employee relations manager of the engineering division at British Caledonian.

Of the 18 British Caledonian managers who have been on the Time Manager course, two dropped out and went back to flapsy. But Mr. Devlin is not giving up on one of the strays: "He's starting to get a little embarrassed at meetings when we ask him questions we know he isn't going to have access to without a Time Manager. We will pull him back on line."

To prevent frustrated users from falling back into their old habits, group sessions are held every month in which managers meet and exchange notes. It is something along the lines of a Time Managers Anonymous. The Filofax brigade can eat their hearts out: They have to rely on impromptu meetings at cocktail parties for their fix.

One of the problems a manager faces is ensuring that the confidential information in the Time Manager is for his eyes only. One manager is writing his confidential goals and tasks in code. The other worry is losing the book.

Some managers see little use in enrolling in a course to better organize themselves. Some think they can do it on their own, some prefer organized chaos and some like just plain chaos.

In West Germany, the "market is very competitive for us because everybody has some sort of organizer," said Dietrich Dörling whose company runs Time Manager courses there. "Most German managers think spending two days just to learn how to handle an organizer is silly."

There also are those who believe that becoming too organized spoils any sense of adventure at work or at home.

U.S. Automakers Are Relying on New Upscale Models to Counter Imports

Reuters
DETROIT — U.S. automakers' lineup for the 1988 year will feature new models designed to hold and expand their core market share among middle-aged, middle-income and affluent luxury-car buyers, in a sales arena that importers have begun to target.

Attracting the greatest attention of the models for the year starting Oct. 1 will be a family of intermediate-sized cars from General Motors Corp., the longtime industry leader that has been struggling to maintain its supremacy.

While GM targets the massive middle ground, its main domestic rivals, Ford Motor Co. and Chrysler Corp., hope to attract the top end of the market.

European and Japanese makers have new models that will make the U.S. auto market even more crowded.

Industry experts estimate the range of possible vehicle variations available to American buyers at more than 600.

The major offerings from GM will consist of front-wheel-drive, mid-sized cars. The first product, an all-new Buick Regal two-door coupé, goes on sale in early October. The new Oldsmobile Cutlass Supreme and Pontiac Grand Prix coupés are expected to be introduced in late winter or early spring.

Analysts say GM needs a winner to help it bounce back from the disappointments of the past two years, when executives slashed budgets to conserve cash.

Ford's new products will be led by a front-wheel-drive Lincoln Continental with more aerodynamic styling derived from the Taurus/Sable line.

The six-passenger sedan is intended to fill a gap in its lineup after the rear-drive predecessor failed to attract desired sales from its upscale target audience.

Ford hopes the new Continental, expected in late December, will bring in enough wealthy younger buyers to generate up to 40,000 sales in the first 12 months, about twice the selling rate for the old model.

The upcoming model year marks the unveiling of Chrysler's long-promised pair of more-luxurious cars, the front-wheel-drive Dodge Dynasty and a re-

styled Chrysler New Yorker. The conservatively styled cars are equipped with V6 engines jointly developed by Chrysler and its Japanese partner, Mitsubishi Motors Corp. and are expected to be priced no higher than about \$20,000.

Also giving some vitality to the Chrysler's image will be a low-volume \$30,000 sports car developed jointly by Chrysler and the Italian maker, Maserati.

European automakers have begun diversifying their lines to keep up with the American taste for variety. West Germany's BMW has a new line of cars called the M Series. It is based on existing models but uses the old Detroit trick of increasing horsepower and adding racing lines and outside ornaments.

Major Japanese companies are also moving upscale with new nameplates. Honda Motor Corp. Ltd. is offering a 1988 coupé version of its Acura Legend that sells for more than \$28,000. It will also begin importing a new, restyled version of its sporty Prelude.

Toyota and Nissan plan to establish their own high-end divisions. Mazda will import a larger luxury car called the 929 that will sell for around \$19,000. The company will also offer a two-door version of its 626 sedan to be built at its Michigan plant and sold as the MX-6.

Toyota's main new entry for 1988 will be an optional supercharged engine for its MR-2 two-seater that increases horsepower by 30 percent over the 1987 model.

MERGING two large banks can produce significant economies of scale. It can also produce significant programming headaches if the two have different computer systems.

When the Bank of Virginia, a 22-year Unisys customer, merged with a Maryland bank to form Signet, the banks had to decide how to use two very different computer systems. They decided that one system would be

assigned to the new organization's retail business, and the other system to the commercial business.

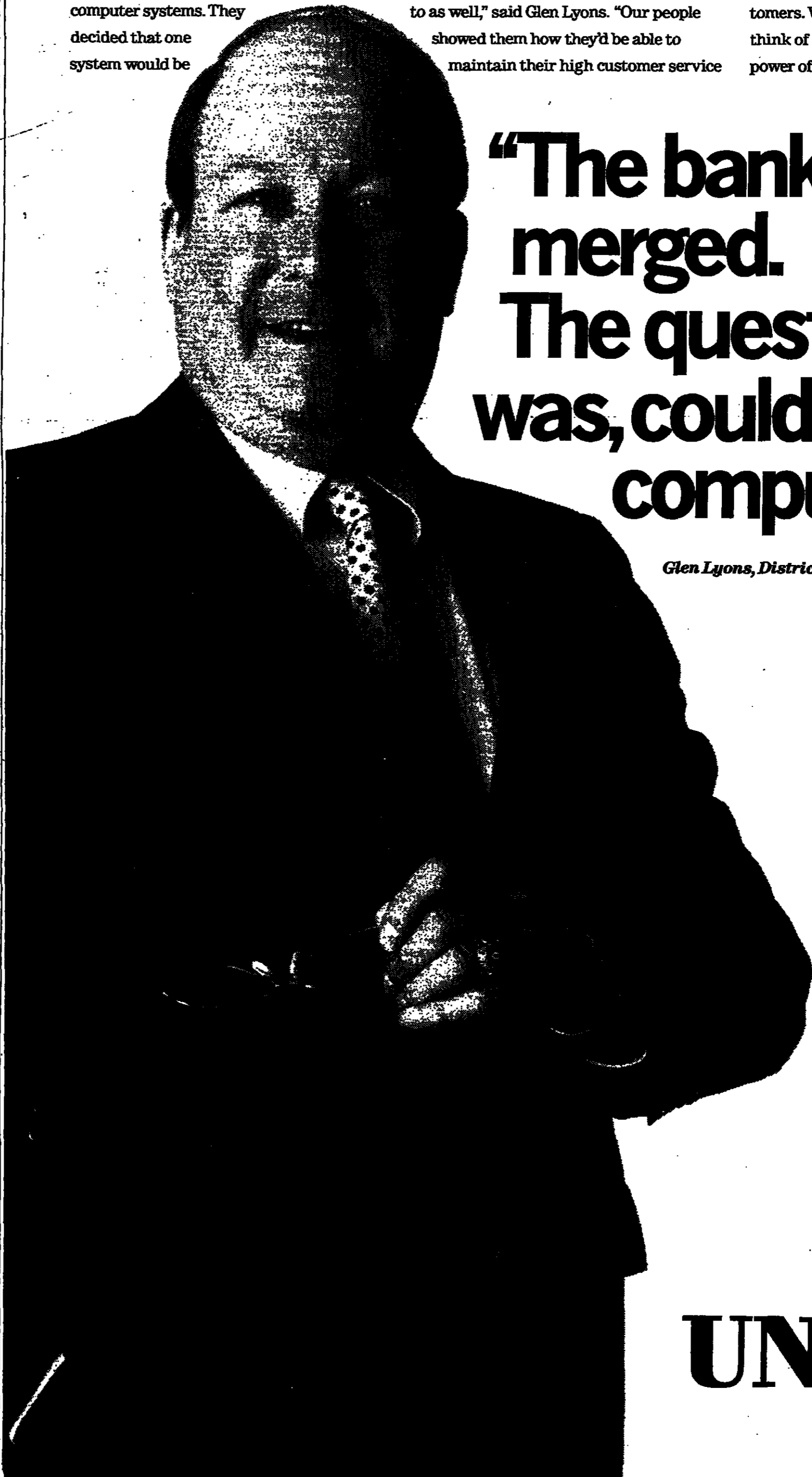
Since Signet is strongly customer-oriented the big question was, whose equipment would be assigned to handle the retail business?

"The bank has always cared a lot about their retail customers, and they expect us to as well," said Glen Lyons. "Our people showed them how they'd be able to maintain their high customer service

standards, even with 90 new branches, without any interruption of service.

"They knew that we could do it. The bank has grown fast for many years, and Unisys has always kept pace with them. And Signet has never had to rewrite their software.

"It's been real rewarding to work with bankers who care so much about their customers. We work with them so closely, they think of us as family now. That's really the power of 2."



"The banks merged. The question was, could their computers?"

Glen Lyons, District Manager, Unisys.

WHAT A LEADING SWISS BANK IS NOW ADVISING INVESTORS ABOUT OIL PRICES.

Movements in oil prices — up and down — often have a profound direct and indirect influence on the performance of multimarket investment portfolios.

The current issue of *The International Investor* — published quarterly by Bank Julius Baer as a service to investors — takes a close look at the economic and political dynamics governing oil prices, predicts their probable future course, and examines

the implications for sound investment decision-making.

To receive your complimentary copy of this highly interesting and informative issue of *The International Investor*, please contact:

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JBcoB BANK JULIUS BAER
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Weekly net asset value
Tokyo Pacific Holdings N.V.
on September 14, 1987: U.S. \$194.76
Listed on the Amsterdam Stock Exchange
Information: Pierson, Hekking & Pierson N.V., Herengracht 214, 1016 BS Amsterdam.

NOTICE
Déclaration du Conseil d'Administration de Covac Gestion S.A. en date du 1er Septembre 1987.
Il est porté à la connaissance des porteurs de parts du Fonds GOVERNMENT SECURITIES FUND qu'il a été décidé de modifier l'article 11, alinéa 4 du règlement de Gestion du Fonds sous "Dépositaires à supporter par le Fonds." par "En remplaçant "sauf celles au profit de la Banque Dépositaire" par "y compris celles au profit de la Banque Dépositaire" qui devient donc:
— Les commissions bancaires normales sur les opérations portant sur les avoirs du Fonds et toutes dépenses encourues lors de telles opérations, y compris celles au profit de la Banque Dépositaire."

UNISYS
The power of 2

Floating-Rate Notes

Table with columns for Issuer/Mat., Coupon, and Bid/Ask prices for various floating-rate notes in Dollars, Swiss Francs, and Japanese Yen.

Lesieur S.A. Groupe Saint Louis has sold Lesieur-Cotelle S.A. and the other assets of its Household Products Division to Henkel KGaA. Worms & Cie Finance Groupe WORMS & CIE Paris, September 1987.

INTERNATIONAL POSITIONS

DEPUTY MANAGING DIRECTOR. We are manufacturers of equipment for food, chemical and pharmaceutical industries... International Herald Tribune, Box 116, Via Cassolo 6, Milano, Italy.

EMPLOYMENT OPPORTUNITIES. In Saudi Arabia (5,000 sq.m.) department store. Applicants must be a male and have the following: a) Five years experience in department store business... P.O. BOX 415 RIYADH, SAUDI ARABIA 11411.

INTERNATIONAL AREA MANAGER. North America and/or other English-speaking countries. Position Requires: age 26 to 36; Perfect English, possibly French and German at good level...

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HUMAN RESOURCES OFFICERS. International financial organization headquartered in Washington, D.C. seeks experienced Human Resources Officers for the following positions: STAFF POSITION in unit that develops methodologies and procedures for identifying recruitment needs... STAFF POSITION to assess needs and administer the selection and hiring of secretarial and clerical personnel...

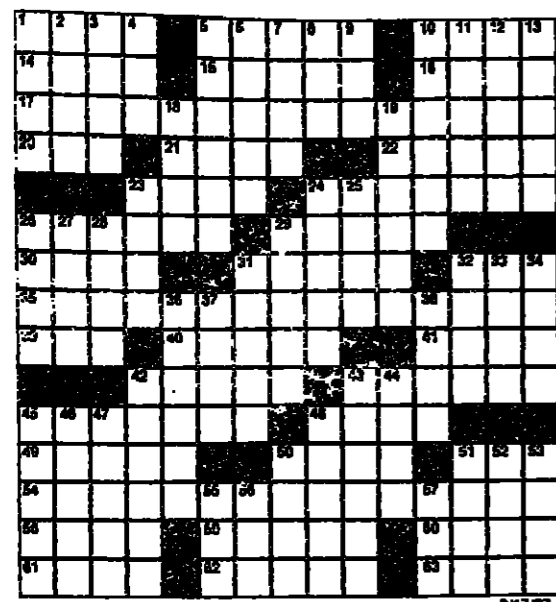
PRESIDENT THE AMERICAN COLLEGE IN PARIS. The Board of Trustees of The American College in Paris invites nominations and applications for the position of President, beginning 1 July 1988. The American College in Paris is a four-year independent liberal arts college, accredited by the Middle States Association...

VACANCY in a West German software house with full order books for a Software Developer. Job profile: Independent development of application-specific detail design. Independent development of system-related program design. Programming and documentation. The applicant is expected to work in a methodical and independent manner...

The Halpern Partnership requires immediately ARCHITECTS with a minimum of five years experience in hospital and/or commercial design and construction. Must be English-speaking and prepared to work in London. Please send full details of past experience, salary required and date of availability to: H.A. Halpern, The Halpern Partnership, 9-15 Leonard Street, London EC2A 4HP.

INTERNATIONAL OIL BROKER PARIS. Leading European oil broking team seeks a new young member. Ideal candidates should be in their mid-twenties: With direct or related experience (shipping, oil futures or other commodities); Fluent English and good knowledge of French (other European languages an asset); Self-motivated and personable. We offer an immediate position with high financial prospects. Please send C.V. to: Libra Petroleum, 10 Rue de Castiglione, 75001 Paris.

CURRENCY MARKET Dollar Steady. The British pound was also steady against the dollar. The pound was down 1.5% against the dollar. The pound was down 1.5% against the dollar. The pound was down 1.5% against the dollar. Wednesday's OTC Prices. HUMAN RESOURCES OFFICERS. INTERNATIONAL POSITIONS.

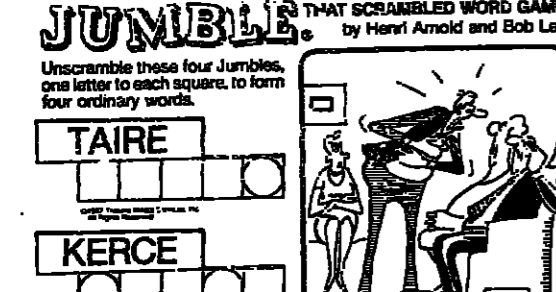


- ACROSS
1 Celebration of the Eucharist
5 Low, marshy land
10 Works with needle and thread
14 Domestic feudal slave
15 Buenos
16 Askew
17 Work of the Founding Fathers
20 Hurricane center
21 Phunges briefly
22 N.J. five
23 Like some wheels or keels
26 Speculative plan
29 Mortgages
30 Roof overhang
31 Mass of glacial ice
32 — Branco, Brazil
35 What 17 Across sets forth
39 Feminine suffix
40 Colonel in the news
41 Opposed
42 Azimov product
43 Clergyman's mother

DOWN

- 1 Allot
2 Pallid
3 Koko's weapon
4 Wall St. watchdog
5 Soundness of reason
6 Small amounts
7 — and sciences
8 Oahu garland
9 Triple this for a wine
10 Friends
11 Patrick of the Knicks
12 Inscribed
13 Assembly of churchmen
14 Allot
15 Pallid
16 Koko's weapon
17 Wall St. watchdog
18 Soundness of reason
19 Small amounts
20 — and sciences
21 Oahu garland
22 Triple this for a wine
23 Friends
24 Patrick of the Knicks
25 Inscribed
26 Assembly of churchmen

DENNIS THE MENACE



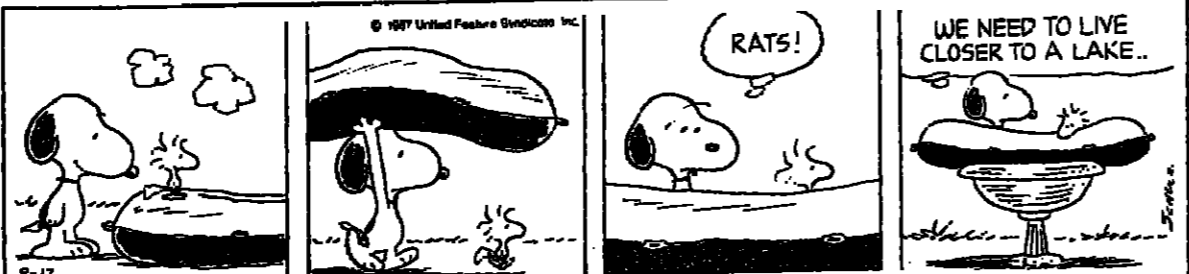
JUMBLE

Jumble puzzle instructions: 'Unscramble these four Jumbles, one letter to each square, to form four ordinary words.' Includes a grid and the words TAIRE, KERCE, GUSINE, DEYME.

WEATHER

Weather forecast table with columns for EUROPE, ASIA, NORTH AMERICA, MIDDLE EAST, OCEANIA, and YUBOSKY'S FORECAST. Includes high/low temperatures and weather conditions.

PEANUTS



BLONDIE



BEETLE BAILEY



ANDY CAPP



WIZARD of ID



REX MORGAN



GARFIELD



World Stock Markets

World Stock Markets table showing closing prices in local currencies for various markets including Amsterdam, London, Frankfurt, Zurich, and Tokyo. Includes indices and individual stock prices.

BOOKS

EVELYN WAUGH: The Early Years 1903-1939

By Martin Stannard. 537 pages. \$24.95. W. W. Norton & Co., 500 Fifth Avenue, New York, N. Y. 10110.

Reviewed by Michael Dirda

EVELYN WAUGH has enjoyed a run of good luck ever since he dropped dead on Easter Sunday in 1966. In relatively rapid order Christopher Sykes brought out a hefty, authorized biography: Waugh's diaries, letters and essays were collected in three massive volumes; his major novels were reissued in an attractive, uniform edition; and, for a few weeks the television miniseries of "Brideshead Revisited" made English Catholics of us all. Usually, of course, a writer's death leads to a downswing in critical opinion. But the estimation of Waugh's worth has always been high and is going higher. Many would even name Waugh the finest English novelist since D.H. Lawrence, a writer he instinctively loathed.

Stannard writes a dry, efficient prose; he is an expert on Waugh's reputation and he presents more fairly some controversial aspects of his subject, especially the break-up of his first marriage. Stannard also describes his book as an attempt to forge a relationship between the crucial events of Waugh's life and his developing aesthetic — and in this he is equally successful. Stannard's only apparent weakness should have been corrected by a good editor: He mispells dozens of proper names. His, of course. Anyone who reads this book will have one thought: When will volume two be out? "The Early Years" opens with a long chapter on Waugh's literary family: Edmund Gosse, the leading critic of his day, was the cousin of Waugh's father, Arthur, who ran the publishing house of Chapman and Hall. Evelyn's older brother Alec even enjoyed an early literary vogue with "The Loom of Youth," a kind of proto-"Catcher in the Rye" about goings-on in an English prep school.

After school — where he was successful and esteemed — Waugh went up to Oxford and there fell under the sway of the aesthete Harold Acton. He acquired the taste for the Baroque, and took to carrying a cane. Beardsley and Waugh thrived along with the music of time until Anthony Powell finally set his true career into motion. Charged with discovering new talent for the publisher Duckworth, Powell commissioned his college chum to write a short biography of Rossetti. During its composition, Waugh started to fiddle around with a comic novel, at first called "Untoward Incidents" and later "Decline and Fall."

Together the biography and novel launched the new author into the London social world. There he met Evelyn Gardner, very much in love, the two Evelyns married. Unexpectedly, though, She-Evelyn fell in love with another man. Waugh was crushed on several years of high life and constant travel. In the early 30s he began to grow increasingly concerned with religion. "We cannot maintain civilization without Christianity," he wrote, "therefore we should choose the most consistently organized system of Christian philosophy." Many of his friends had gone over to Rome and, before long, he too was receiving instruction.

Despite his religious commitment — and like fellow converts G.K. Chesterton and Ronald Knox, he was to become more Catholic than the pope — Waugh continued to enjoy life affairs, by preference with elegant, ascetic women. One day in Italy, however, the hot young novelist met a young woman named Laura Herbert, whom he described in his diary as looking like a "white mouse." A few years later he proposed to her. As it happens, this unlikely match proved happy. Waugh settled into life as a country gentleman at Fiesc Court.

The coming of war, however, changed all Waugh's plans for a cultivated private life. "The Early Years" ends in 1939, with the middle-aged novelist finally accepted into the Royal Marines and finding in them "a fastidious, masculine tradition of selfless courage, culture opposing anarchy." Little does he suspect that the days of civility are long past.

Michael Dirda is an assistant editor of The Washington Post Book World.

Solution to Previous Puzzle

Word puzzle solution grid with words like GIBBER, ALUM, SNACK, ONER, LONI, HOTEL, ADVOCATED, AMULET, TRIALS, ADORABLE, SANDER, STARED, JOCKEY, RAW, MARU, AYIN, GIOLO, ANIMALS, MANOVAR, SKIPTO, AIN, VENDOR, HASHTROBONE, ORIEL, ENFORCER, TANGLE, BARON, WITHHOLDS, SPARE, ACER, ROES, TANEY, YALU, SORE.

BRIDGE

By Alan Truscott. A major match is won, and lost, by a small margin the losers have plenty to keep them busy at night. They can look back over a bunch of hands that could have assured victory if somebody had done something slightly different. This was the case after the final of the Spingold Knockout Team Championships in Baltimore in July. Tom Mahaffey of St. Petersburg, Florida, was the captain of the team that lost by the heartbreaking margin of 8 international match points. His partner Jack Denny of Bradenton, Florida went away to dream about various deals, including the one shown in the diagram.

Large advertisement for 'Lanes' and 'Major Lanes' featuring a woman's face and text about hair care and beauty products. Includes 'Lanes Fast', 'Lanes Cool', and 'Major Lanes'.

SPORTS

AL, NL East Races Speed On Toward Showdowns

Tigers Rally, Keep Apace of Blue Jays

DETROIT — Darrell Evans hit a three-run homer and Kirk Gibson a two-run shot Tuesday night to help the Detroit Tigers erase a 5-0 lead, beat the Boston Red Sox, 9-8, and remain tied for first place in the American League East with the Toronto Blue Jays.



John Cangelosi, sliding by Mike Fitzgerald, became the first Pirate to steal home in 21 years.

Bielecki 3-Hitter Drops Expos Back

PITTSBURGH — Mike Bielecki, perfect for 6 1/2 innings, pitched a three-hitter Tuesday night as the Pittsburgh Pirates won, 5-1, and dropped the Montreal Expos three games out of first place in the National League's East Division.

Check Bounces For Canadians

Brent Sutter meant to check defenseman Alexei Kostanov, left, of the Soviet Union, but Canadian teammate Rick Tochet picked up the tab Tuesday night. Then the Canadians arose, from an 0-3 deficit, to win on Mario Lemieux's 11th goal of the tournament, with 1 minute, 26 seconds left in the third and final contest.



Lemieux, Gretzky Strike Again As Canada Wins Cup Final, 6-5

By Robert Facher

HAMILTON, Ontario — Mario Lemieux's 11th goal of the tournament, with only 1 minute, 26 seconds remaining in the third period, gave Canada a 6-5 victory Tuesday night over the Soviet Union in the championship game of the fourth Canada Cup.

The dressing room was full of happy Canadians spraying champagne and winger Mike Gartner said, "Isn't this great? Can you believe it's only Sept. 15? Well, we've got a taste of it, anyway." "I guess it was meant to be," Murphy said. "Every game they came back against us, but this time the clock ran out on them. It was a big relief. There was quite a bit of pressure on us."

The two hockey teams appeared to be heading for a third straight overtime when two backpedaling Soviet defenders fell to give Canada a three-on-one break. Lemieux, set up at the finish by Wayne Gretzky, did not miss.

When the Soviet Union jumped to a 3-0 lead, an entire country figured to be feeling miserable. But, Gartner said, there was never a feeling that the Canadians could not catch up.

"I thought he (Gretzky) was going to pass to (Larry) Murphy and I guess they did, too," Lemieux said. "It was the greatest thrill of my life to be part of this team. I did the things I do best and I was there at the right moments."

"We were there before," he said. "We wanted to get them down, but it didn't work out that way and who's to say this might not have been best. They have so much respect for us that I really felt, when they were ahead, they were playing not to lose. It took away from their game and gave us a chance to come back."

Lemieux had scored the winning goal Sunday as Canada evened the series in a thriller that required 30:17 of sudden-death overtime; Gretzky set up that one, too. Murphy, besides taking part in the decisive play, got a goal and two assists as Canada, which had a 46-23 edge in shots on goal, rallied from a 3-0 deficit to take a 5-4 lead. Aleksandr Semak of the Soviet Union tied it with 7:39 left.

"I was more worried when they tied it than when we were three goals down," Murphy said. "I knew we had guys who could score, but when it's tied with 75 minutes to go, anything can happen."

Afterward, the winners skated around the ice waving a huge Canadian flag, while the sellout crowd of 17,037 first cheered uproariously, then joined in the ceremonial "O Canada" that honored the victors.

Once again, it was Lemieux who made it happen. Soviet center Viacheslav Bykov was sent off for tripping, however, and Murphy, off a pass from Gretzky, whipped the puck between Mylnikov's legs from the right-wing circle for the power-play goal that made it 4-3. Then Sutter scored off Dale Hawerchuk's pass from behind the Soviet net to tie it.

1975 to this season. "You can't write it off in two or three weeks and say that those 10 or 11 years didn't mean anything."

Blue Jays 6, Orioles 2: In Toronto, Mike Flanagan smut out his former teammates on five hits for eight innings and Lloyd Moseby homered, tripled and drove in four runs as Baltimore lost its eighth in a row, and for the 47th time in 60 games against AL East teams.

Nolan Ryan: A Decade Later, Still as Fast as Ever

By Scott Ostler

LOS ANGELES — It's not so much fear that Nolan Ryan instills in the hearts and minds of big league hitters, because this is a courageous group of people. It's more a very healthy respect.

having what might be the best season of his life. His 1987 strikeouts-to-innings ratio, already the highest in major league history for his career, is higher than it's ever been. He leads the major leagues in strikeouts, despite a 100-pitch curfew (now 125) imposed on him by manager Hal Lanier. He has the National League's third lowest earned run average. His record is 8-14, which will take him out of the Cy Young running, but it shouldn't. Hasn't Ryan suffered enough for the Astros' lack of punch?

"One time he scared me for my life," said Phil Garner, the Los Angeles Dodgers' utility infielder. "and I've never been afraid. (John) D'Aquino hit me in the head, it didn't bother me. (John) Montefusco hit me in the head, it didn't bother me, and they both threw hard."

Ryan, an honest man, said that he would vote for himself, because "I think I've been as consistent a pitcher as anyone in the league. Who-look records seem to be the deciding factor on how effective you are" in the minds of award voters, "but I don't think anyone in the league has been more effective than I've been this year."

Hawerchuk, on a second-effort stuff from behind, gave Canada the lead for the first time, at 15:32 of the second period. Over the next 17 minutes, Canada had many chances to score but couldn't as Propp, Gretzky and Lemieux missed the net with shots and Mylnikov foiled Paul Coffey on a breakaway.

Volting Ryan the Cy Young Award this season would be no gift, no sentimental Lifetime Achievement Award. Just because he's the greatest strikeout pitcher in history, and one of baseball's nicest people, is no reason to vote him the award. If he continues to pitch as he has, he should win on merit.

Then Andrei Lokakin, skating along the goal line, faked a swing behind the net and instead made a backhand pass in front to Semak, who tied the score.

He won't, of course. But is it too much to ask that the amazing, blazing, hair-raising, hyper-phasing Nolan Ryan be voted a Cy Young Award once every 20 years?

NFL Owners Cool To Union Change

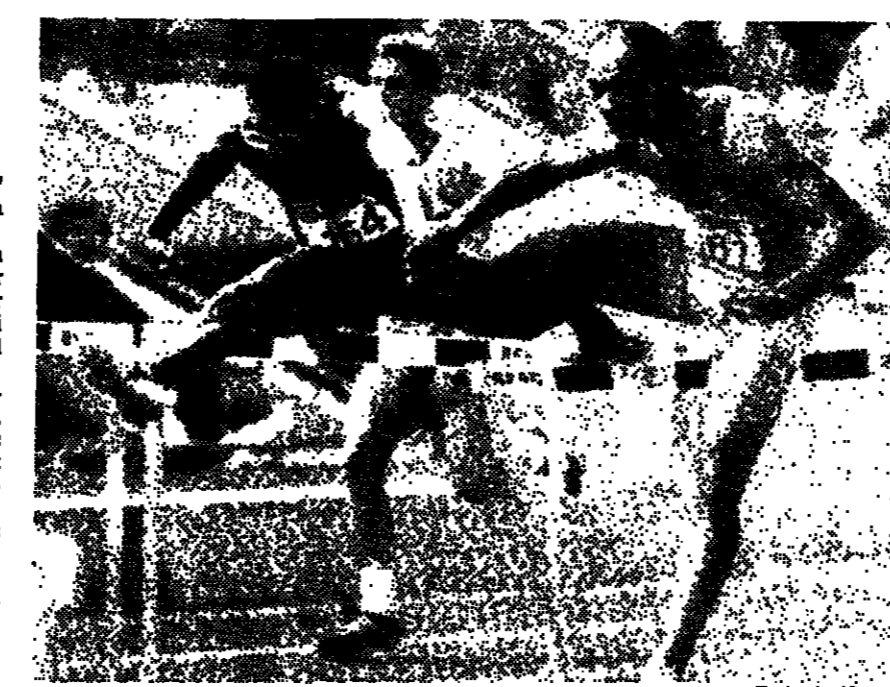
New York Times Service

WASHINGTON — A week before its scheduled strike, the National Football Players Association moved away Tuesday from its demand for unlimited free agency.

Lausanne's Sprints Fast, Then Furious

The Associated Press

LAUSANNE, Switzerland — Two sprinters' duels provided spades on and off the track at an international meet Tuesday night.



Greg Foster, in the 110-meter hurdles, first beat, then berated Toni Campbell.

The change, along with other modifications the union considered significant, appeared to have no immediate effect on the Management Council, the owners' negotiating group.

Greg Foster, looking fresh at the finish of a tough season, ran the year's fastest 110-meter hurdles, 13.17 seconds, and moments later taunted the runner-up, fellow American Toni Campbell, by shaking his index finger and chanting: "Who's No. 1?"

After only a 25-minute meeting Tuesday, the three lawyers for the council "snapped their briefcases shut and left the room," according to Mick Luckhurst, the Atlanta Falcons' placekicker, who is a member of the union's executive committee.

110-meter hurdles, had to step in to keep the two from exchanging blows after the race. A livid Foster called Campbell a sore loser and said: "I've got my No. 1 world rating. I congratulated him when he won in Brussels, though he said I hadn't. He had brought me in the press and called me a crybaby."

Another highlight at Lausanne's Olympic stadium was Carl Lewis's 200-meter dash victory in 20.02 seconds, 14 seconds faster than Calvin Smith's gold-medal time at Rome. Lewis powered out of the turn to outdistance Gilles Queneherve of France, the Rome silver medalist, by nearly two yards.

Johnson, who won the 60, said, "I'm not Superman. I don't care what anybody says, I do my job. I'm very tired. I've been running constantly since the indoor season." Lewis said "he shouldn't dodge me, but it doesn't bother me. I've been running against the best for six or seven years."

North Korean Request Mystifies IOC Officials

By Michael Janofsky

New York Times Service

LAUSANNE, Switzerland — A two-day meeting of the International Olympic Committee executive board began Tuesday with its nine members still uncertain whether North Korea will participate in the 1988 Games in Seoul.

IOC president said late Tuesday that delaying the invitations would be impossible, and that only the South Koreans could respond to a request for bilateral meetings.

With the IOC waiting more than two months for North Korea to accept its latest offer of five events, the North Koreans finally responded by requesting another series of meetings. In a letter sent last Friday but received only Tuesday in South Korea, North Korea proposed that further negotiations be held between the Olympic committees of the two nations in an attempt to narrow their differences, primarily North Korea's insistence on staging at least seven events.

He said he had answered the North Koreans with a telegram, in which he reiterated that the IOC is willing to meet with North Korea only after it has accepted the current offer.

In a separate statement Tuesday, the North Koreans asked the IOC to postpone ceremonies Thursday when invitations to 167 nations are to be extended. North Korea also included a translation of its message to South Korea and a request to meet yet again with IOC leaders.

"I would take this as a neutral indication at this point," said Richard Powell of Canada, an IOC vice president and member of the executive board. "They have gone through our proposal, your proposal, our proposal, your proposal — all without much movement."

Sanam said "it is important for North Korea to be asking South Korea to have meetings between the two states. At the moment there is not that kind of cooperation between them."

But he was dismayed, he said, by the fact that, once again, North Korea has ignored the IOC's essential requirement that a fifth meeting would only follow North Korea's acceptance of the offer.

SCOREBOARD

Table with Major League Baseball and Major League Standings sections, listing scores and player statistics for various teams.

European Soccer

Table with European Soccer section, listing scores and player statistics for various European leagues and cups.

INTERNATIONAL CLASSIFIED

Table with ESCORTS & GUIDES section, listing various international services and agencies.

ESCORTS & GUIDES

Table with ESCORTS & GUIDES section, listing various international services and agencies.

ART BUCHWALD Solving Airline Delays

WASHINGTON — The Department of Transportation has come up with a dandy solution to the disastrous air transportation problem. Because of so many complaints from the public it has ordered the airlines to list all their flight delays, and report the losses of and damage to luggage. These figures will be made available to travelers so they can decide which is the best carrier to fly.



"I was about to embrace the plan when I suddenly remembered that it was the DOT's idea," said Buchwald. "I was turned over to the Assistant Secretary for Mollifying Irritable Air Travelers and Their Loved Ones."

Israelis, Soviets Plan a Joint Film

JERUSALEM — Israelis and the Soviet Union are planning their first joint movie, a comedy about the misadventures of a non-Jewish Soviet citizen who emigrates to the Jewish state, an Israeli filmmaker said Wednesday.

The Annals of a Not-So-Dizzy Blonde

By Jeffrey A. Frank Washington Post Service



Suzanne Somers: "Poetry comes out when I'm in pain."

WASHINGTON — In "American Graffiti" she was a beacon of fleeing entitlement driving a Thunderbird. She was discovered, much like Lana Turner, in a Hollywood restaurant. And then, suddenly, she became "Chrissy," the voluptuous naïf of "Three's Company" — implausibly blond, scantily clad and a bit of an airhead. The show thrived in the era of the "jiggly," or, as Suzanne Somers says, the Age of the "Five Jiggles" — Farrah Fawcett, assorted Charlie's Angels and herself.

was, so caught up in their own ego and the power of being the number one show at that time that no one thought it through, including myself, and it was just stupid the way we all handled it." "I didn't know what I had." "She's the Sheriff" is something of a respite for Somers, who has been working at a terrifying pace. Last year, she says, she went on the road and ended up putting on the beaded dress and doing her Las Vegas act 600 times. And while doing that, she wrote "Keeping Secrets."

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PEOPLE

Movie Autobiographies Have a Role for Reagan

Ronald Reagan figures in a lot of movie-star autobiographies. The actress Patricia Neal includes the president in her still-untitled book due out in the spring. Neal made her first movie, "John Loves Mary," with Reagan in 1948 in London. He was, she writes, reluctantly being divorced from Jane Wyman, and Neal was having an affair with Gary Cooper, with whom she made her second film that year, "The Fountainhead."

10 FBI Agents

15 Hijack Suspects

WASHINGTON — A Lebanese hijacker in the West's packing of 15 FBI agents, the Justice Dept. announced Wednesday, that they had arrested 15 hijackers and freed 100 planes. The hijackers were arrested on the East coast and the freed planes were returned to their owners.

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